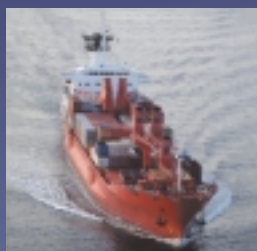


# Will You Get Paid

# For the Sale You Just Made?



# We Guarantee It

## USDA Export Credit Guarantee Programs



**Every exporter wants to get paid. But credit can make or break a deal. It can shift the advantage to you...or to your competitor.**

That's why many exporters turn to USDA's Export Credit Guarantee Programs. With USDA's guarantee behind the credit, you can arrange competitive financing with less risk. Your buyers may benefit, too, from longer terms at lower rates.

Today's growing world economy presents exciting opportunities for U.S. agribusiness. If you want to break into new export markets or expand your current overseas business, USDA's Export Credit Guarantee Programs may be right for you.

**Facilitate commercial financing for your sales**

**Reduce the risk of nonpayment**

**Meet competition from other suppliers**

**Encourage lenders to extend favorable terms**

**Build and strengthen trade partnerships**

"With USDA programs, you've made a sale to a country, market, or customer that you probably could not have made without GSM financing. This turns into a win/win situation for both the importer and the exporter."

James Echols, President  
Hohenberg Brothers Company  
Exporter

"The GSM-102 program helps us as importers because we can get advantages from financing payment terms and, sometimes, price."

Armando Carmona, Commercial Director  
Empresas Longoria, S.A. de C.V.  
Importer



# Tap into the Credit Guarantee Advantage

USDA's Export Credit Guarantee Programs fit a range of standard financing mechanisms. Choose the program that's right for you.

## GSM-102

The GSM-102 Export Credit Guarantee Program guarantees credit extended by U.S. banks to approved foreign banks.

**Terms:** Up to 3 years

**Instrument:** Dollar-denominated letter of credit

**Coverage:** 98% of principal and some interest

**Application:** Most U.S. agricultural products



## GSM-103

The GSM-103 Intermediate Export Credit Guarantee Program guarantees credit extended by U.S. banks to approved foreign banks.

**Terms:** 3 to 10 years

**Instrument:** Dollar-denominated letter of credit

**Coverage:** 98% of principal and some interest

**Application:** Most U.S. agricultural products (exports of livestock and genetics benefit from the longer terms)



## Supplier Credit

The Supplier Credit Guarantee Program guarantees short-term credit extended by U.S. exporters directly to their overseas customers.

**Terms:** Up to 180 days

**Instrument:** Importer's promissory note

**Coverage:** At least 65% of principal

**Application:** Most U.S. agricultural products



## Facility Guarantee

The Facility Guarantee Program guarantees credit extended by U.S. banks to approved foreign banks.

**Terms:** Up to 10 years

**Instrument:** Dollar-denominated letter of credit

**Coverage:** 95% of principal and some interest (after importer's 15% initial payment)

**Application:** U.S. goods and services used for agricultural infrastructure in importing countries, such as storage, processing, and handling facilities (sales must be linked to projects which primarily benefit U.S. agricultural exports)



## ELIGIBILITY

U.S. exporters and overseas buyers may request consideration for countries in addition to those already approved. USDA evaluates the ability of each country to repay the guaranteed debt. U.S. exporters, U.S. banks, and all importers' banks must qualify in advance with USDA. No USDA qualification is required for importers.

## SALES REGISTRATION

Sales must be registered with USDA prior to export.

## FEES

U.S. exporters pay a fee calculated on the guaranteed portion of the value of the export sale.

Programs terms and coverage are subject to change.



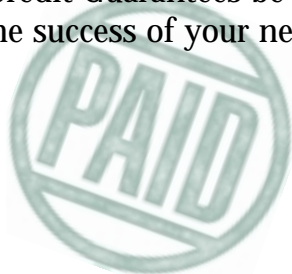
## Sell Globally with Confidence

USDA's Export Credit Guarantee Programs can expand your business by reducing the risk of nonpayment for agricultural export transactions.

Whether you sell bulk commodities, semi-processed products, consumer-ready foods, or agribusiness equipment and services, USDA offers credit guarantee options to meet a variety of financing requirements.

Every year, USDA guarantees billions of dollars in U.S. agricultural exports. More than 90 countries and hundreds of U.S. and overseas banks are eligible to participate.

Why not let Export Credit Guarantees be a key ingredient in the success of your next export venture?



★ DELIVERED ★

"The GSM programs help us accommodate the financing of U.S. agricultural exports to emerging markets which, without the USDA guarantee, would be off limits for most banks and exporters."

Raymond Spring, Senior Vice President  
Structured Export Finance  
Standard Chartered Bank

## Everyone Wins

### EXPORTERS, IMPORTERS, AND LENDERS

**U.S. Exporters** — Expand your business by making sales that might not have occurred without a credit guarantee. USDA's fast application turnaround enables you to respond quickly to new trade opportunities. Most importantly, your payment is assured once goods are shipped and documents approved.

**Importers** — Increase your buying power and gain access to quality U.S. goods, often with deferred financing terms and lower fees.

**U.S. Banks** — Offer your exporting customers more financing options while minimizing risk in extending credit to overseas banks.

**Importers' Banks** — Build your business by sharing the benefits of longer terms and lower rates with your customers.

DEPOSIT

"We are able to help our exporters make sales, and as a result, we are able to increase our loan volume."

Julie Searle, Vice President  
International Banking Group  
CoBank





# American Farm Products We Supply the World



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